

Press Release



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Darwin Alternatives' DBS Fund acquires Memoria* in a move aimed to transform the UK funeral sector

- * Memoria comprises Memoria Ltd., a portfolio of five wholly-owned crematoria, four further crematoria under their management, and two sites with planning consent for crematoria and burial grounds, and Low Cost Funeral Limited -

Darwin Alternatives** today announces that its Darwin Bereavement Services Fund (DBSF), which owns and operates six high-quality GreenAcres cemeteries and ceremonial parks, is acquiring Memoria, the UK's third largest developer and operator of high-quality, private crematoria and memorial parks. Low Cost Funeral Limited is also the country's largest supplier of online, fulfilled direct cremation and attended funeral fixed price packages, as well as a major supplier of pre-arranged funeral plan products.

Memoria's portfolio has been built with a single vision to deliver the best possible standards of service and facility to look after bereaved families. Memoria's planning and design experience, its high-quality assets, as well as its strong track record in innovation, leadership and management in the cremation sector are a strong cultural and financial fit for DBSF.

In addition, it is Low Cost Funeral Ltd.'s vanguard role in reacting to the changing face of the funeral market, as both an online funeral director and supplier of funeral related financial services, that makes the group a unique and desirable target in the UK market.

Founded in 2016, Darwin Alternatives is an independent UK-based investment firm which was established to provide institutional investors with investments that generate long-term absolute returns and high levels of income with capital enhancement. DBSF's approach and structure means that it is an ideal owner of bereavement service assets as it seeks to maximise returns for its investors who are typically local government treasury and pension funds, looking for low-risk consistent returns that outpace inflation for decades into the future, while supplying high quality services and innovative products at affordable prices to the public.

James Penney, Chairman of Darwin Alternatives said: "Memoria is a transformational acquisition for our DBS Fund. We share Memoria's vision and mission to provide an exceptional service to

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bereaved families and to serve our communities compassionately. Howard Hodgson has been the most innovative figure in the funeral market for over 40 years and I look forward to working with him, Jamieson and the rest of the Memoria team to realise our shared vision for contemporary funeral care. This acquisition further reinforces the sustainable, predictable, uncorrelated income stream we can deliver to our investors.”

Howard Hodgson, Chief Executive Officer of Memoria said: “In order to allow Memoria to grow its exceptional business, we have been looking for an investor who shares our vision for the supply of affordable, compassionate and appropriate funeral care and related financial service provision. In Darwin Alternatives, we have found a partner who takes not only a long-term view but also has demonstrated through its ownership of GreenAcres that it also believes in the importance of looking after their clients as kindly as we do. Together, we will play a major role in adapting to funeral industry to meet the new contemporary demand. As a result, I am personally investing in the DBS Fund and I look forward very much to working with James and the DBSF team.”

ENDS

Enquires:

Tom Buchanan 07974 782001

Louise Evans 07736 974364

Notes to Editors

About Darwin Alternatives

Founded by James Penney and Anthony Esse in 2016, Darwin Alternative Investment Management Limited ('Darwin Alternatives') is an independent UK-based investment firm which was established to provide investors with alternative investment solutions that generate long-term absolute returns which enhance capital, provide high levels of income and generate long-term absolute asset-backed returns, in excess of the rate of inflation. Darwin's approach combines rigorous strategic evaluation with active investment management.

Darwin Alternatives advises on more than £800 million across three fund vehicles that follow a common “buy-and-build” theme. Darwin Alternatives is the Investment Advisor to the Darwin Leisure Property Fund (DLPF) and Darwin Leisure Development Fund (DLDF), which both invest in UK holiday parks. In November 2018, Darwin Alternatives launched Darwin Bereavement Services

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Fund ('DBSF') as a core social infrastructure solution for institutional investors, particularly UK Local Authority Pension Funds, to acquire bereavement services assets which would then be actively managed to deliver sustainable, long-term free cash flow. At launch in November 2018, DBSF acquired a portfolio of six high-quality and differentiated cemetery and ceremonial parks in the UK, currently operated under the GreenAcres brand.

** Darwin Alternative Investment Management Limited ('Darwin Alternatives')

Memoria Ltd

Established and grown by the ex-entrepreneur of the year and veteran bereavement services expert Howard Hodgson and his co-directors, Michael Hackney and Jamieson Hodgson, Memoria currently operates 11 crematoria, of which 9 will now be fully owned, and 2 under their management, as well as two sites with planning consent for crematoria and burial grounds, which will also be fully owned - one in Doncaster and another in North Kent.

Renowned as an industry leader, Memoria's portfolio has been built with a single vision to deliver the best experience for bereaved families. Memoria is also an innovator in the provision of low-cost, online funeral services and direct cremations (LCF Ltd.). In addition, it opened the first mercury abated crematorium in 2005 as well being the owner of the UK's first, electric cremator in the UK in 2020. Memoria generates total income of more than £20 million and has grown consistently since it was founded in 2003.

Howard and Jamieson Hodgson will remain in post after the acquisition has completed.